MOTOROLA TRUNKED USERS GROUP

ASTRO SUBSCRIBER UPDATE

Keith Kemmerline
ASTRO Subscriber Business Development Manager **(today)**
November 19th, 2012

2012 in Review / Outlook

2011 : 54% APX

2012 : +70% APX

APX6000/6500 LITE

APX400
7/800 & UHF R1

Q1

C/H

Q3

APX 4500
(7/800 & VHF)

2013
Dash mount – Q1
Remote Mount – Q2

APX 7000XE
M3.5

APX4000
(900MHz)

APX3000
(7/800 & U1)

APX Consolette U2

IP Desk Set 2

APX 6000/6500 Li (LITE)

3600 or 9600

Single Band
700/800MHz (3W), VHF (5W) or UHF (5W)

System Support
Analog and P25 Conventional
SmartNet / SmartZone **OR**
P25 Phase I FDMA
P25 Phase 2 TDMA

Channel / Talkgroup Capacity
870 (M3 & M2) / 96 (M1)
Enhancement Option for M1 to 870 CH

Advanced Encryption Support
Single-Algorithm Support
AES / DES / DES-XL / DES-OFB / DVP-XL
Advanced Digital Privacy (ADP) - Standard
Multi-Key

Rugged & Durable from Inside Out
MIL Specs (810C, D, E ,F, & G)
IP67 (1m/30min) ONLY

Integrated Voice & Data Features
POP25/ Integrated GPS via Option board
Text Messaging (M2 & M3)

Mobile Specific
Dash & Remote Mount Only
Single Control Head
O5 & O2 Control Head Only

O5 Standard Control Head

O2 Control Head

APX 6000 XE

3 EXTREME MODELS

MODEL 1.5	MODEL 2.5	MODEL 3.5

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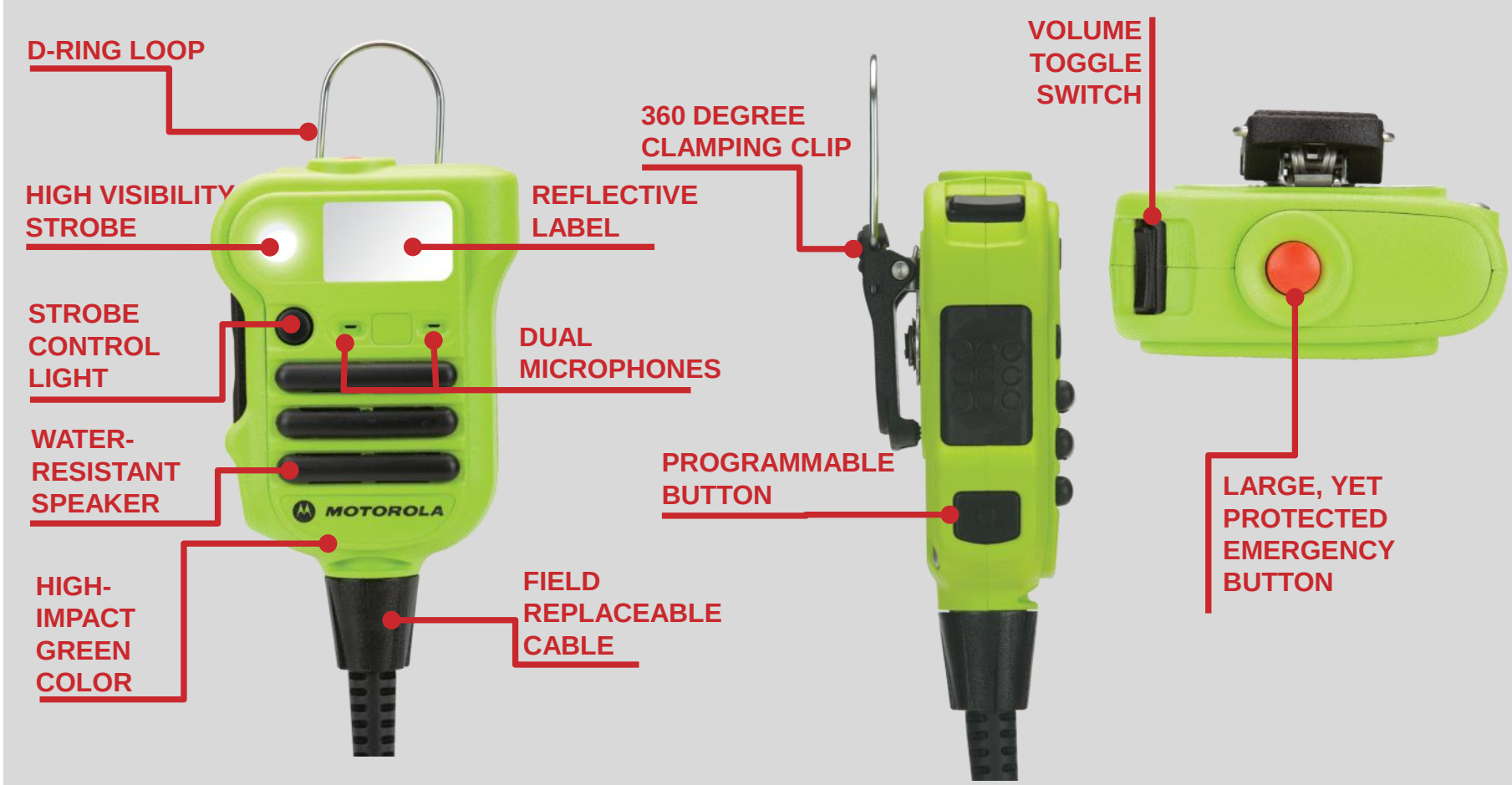
XE RSM

THE RIGHT FIT AND FEEL FOR FIREFIGHTERS

FRONT VIEW | **SIDE VIEW** | **TOP VIEW**



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APX 4000/4500

Single Band Portable Offering

3600 or 9600

O2 Control Head

Single Band

700/800MHz (3W), VHF (5W) or UHF (5W)

System Support

Analog and P25 Conventional
SmartNet /SmartZone **OR** ASTRO 25
P25 Phase I FDMA
P25 Phase 2 TDMA

Channel / Talkgroup Capacity

512 (M3 & M2)

Encryption Support

Single Algorithm Support
AES Encryption Only
Advanced Digital Privacy (ADP)
Multi-Key (48 Keys)

Rugged & Durable from Inside Out

MIL Specs (810C, D, E ,F, & G)
IP67 – Standard

APX Anchor Features

Dual Microphone Noise Reduction
Intelligent Lighting
Radio Profiles
Unified/Recent Call List

APX 4000 Portable

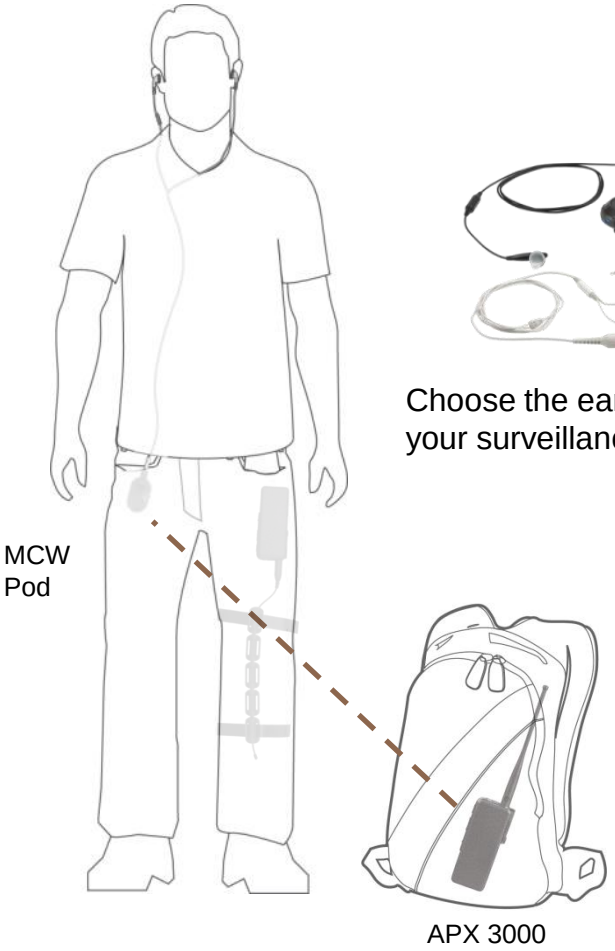
Single Band Portable Offering

APX 3000 Covert Portable

New for beginning of 2013!

APX 3000 Covert Portable

Covert Wireless Accessories

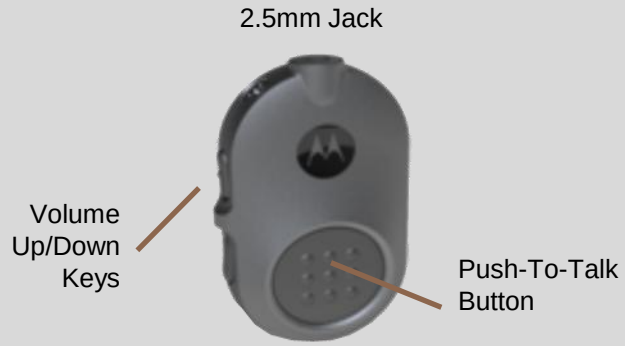


Choose the earbud headphones that match your surveillance duties for the day

Easily hide radio and antenna in backpack or underneath clothing

Radio and accessory do not need to be connected

Adapter allows you to connect any consumer headset



APX 3000 Covert Portable

Covertly Control the Radio with Car Remote Control Design

ALL CONTROLS ARE CUSTOMIZABLE

HIDDEN INTERNAL CONTROLS

O2 & O7 Control Heads

Next Generation APX Control Heads

O2 Control Head

- ***Internal Speaker***
- ***Dash & Remote Mount (Remote Q3/Q4 2013)***
- ***XE Ergonomic Controls/ruggedability***
- ***Increased Rubber Molding***
- ***Rugged IP56 Rated***
- ***Optional Housing Colors (Gotham Grey, Impact GREEN)***

O7 Control Head

- ***Integrated DTMF Keypad***
- ***Integrated Siren/Light/PA/ Gun lock Controls***
  - ***Pre-Configured Package Available (SIREN/LIGHT Keypad Overlay)***
  - ***Otherwise extensive CPS programming***
- ***Rugged IP56 Rated***

O-Series Platform

Control Head Comparison Matrix

	O9	O5	O7	O3	O2
CONFIGURATIONS					
DASH		✓	✓		✓
REMOTE*	✓	✓	✓	✓	✓
MULTIPLE CONTROL HEAD*		✓	✓		✓
DYNAMIC MULTIPLE CONTROL HEAD*			✓		✓
MOTORCYCLE*		✓	✓		✓
DISPLAY CHARACTERISTICS					
Color Display	✓		✓		✓
Customizable Text Size			✓		✓
# Lines of Text	2	2	2	2	2
# Character per Line	14	14	14	14	14
# Lines for Icons	2	1	1	2	1
Intelligent Lighting	✓	✓	✓	✓	✓

Remote Mount for O2 will not be available until 2013

O-Series Platform

Control Head Comparison Matrix

	O9	O5	O7	O3	O2
DEDICATED CONTROLS					
Dedicated Emergency Button	✓	✓	✓	✓	✓
Dedicated Volume / Talkgroup	✓	✓		✓	
Programmable Menu Buttons	5	5	4	3	4
DTMF Keypad	✓	Keypad Mic	✓	✓	Keypad Mic
Navigation Controls	4 way	4 way	4 way	4 way	2 way
Integrated Speaker					✓
INTEGRATED CONTROLS					
Light/Siren / PA*	✓	External	✓	External	N/A

**O7 Can be ordered with pre-configured keypad overlay for Siren/Light/PA Controls*

Gun Lock	✓	N/A	✓	N/A	N/A
Mission Critical Wireless (FUTURE)**			✓		✓
Accelerometer(FUTURE)**			✓		✓

***FUTURE Capability built-in. Additional development required for a certified solutions. (TBD)*

APX Subscriber Platform

Feature Comparison

Subscriber Feature	7000/7500	6000/6500	6000Li/ 6500Li	4000/4500
Multi-Band Capable	●	Single Band	Single Band	Single Band
Channel/Talkgroup Capacity	Up to 2000 (M3.5 Only)	Up to 870 (M3 & M2 Only)	870	512
System Support				
Analog & Digital Conventional	●	●	●	●
P25 Phase I FDMA / Phase II TDMA	●	●	●	●
Smartnet / Smartzone Operation	●	●	●	
3600 / 9600 Interoperability	●	●		
Encryption Support				
Multi-Key	●	●	●	●
Multiple Algorithm Support	●	●	AES or DES	AES Only
OTAR (Infrastructure Based)	●	●	Tactical OTAR	Tactical OTAR

APX Subscriber Platform

Feature Comparison

	7000/7500	6000/6500	6000Li/ 6500Li	4000/4500
User Interface / Ergonomics				
Voice Announcement	●	●	●	●
Radio Profiles	●	●	●	●
Adaptive Dual Microphones	●	●	●	●
Alphanumeric Dual Display	●	●	●	
Rugged & Durable Design				
IP67(1m/30min)	●	●	●	●
Endoskeleton Design	●	●	●	
Delta-T (2m/2h)	●	●		
XE Hardware	●	●		
Accessory Re-useability				
Remote Speaker Mics	●	●	●	●
Public Safety Mics	●	●	●	
Batteries	●	●	●	
Chargers	●	●	●	

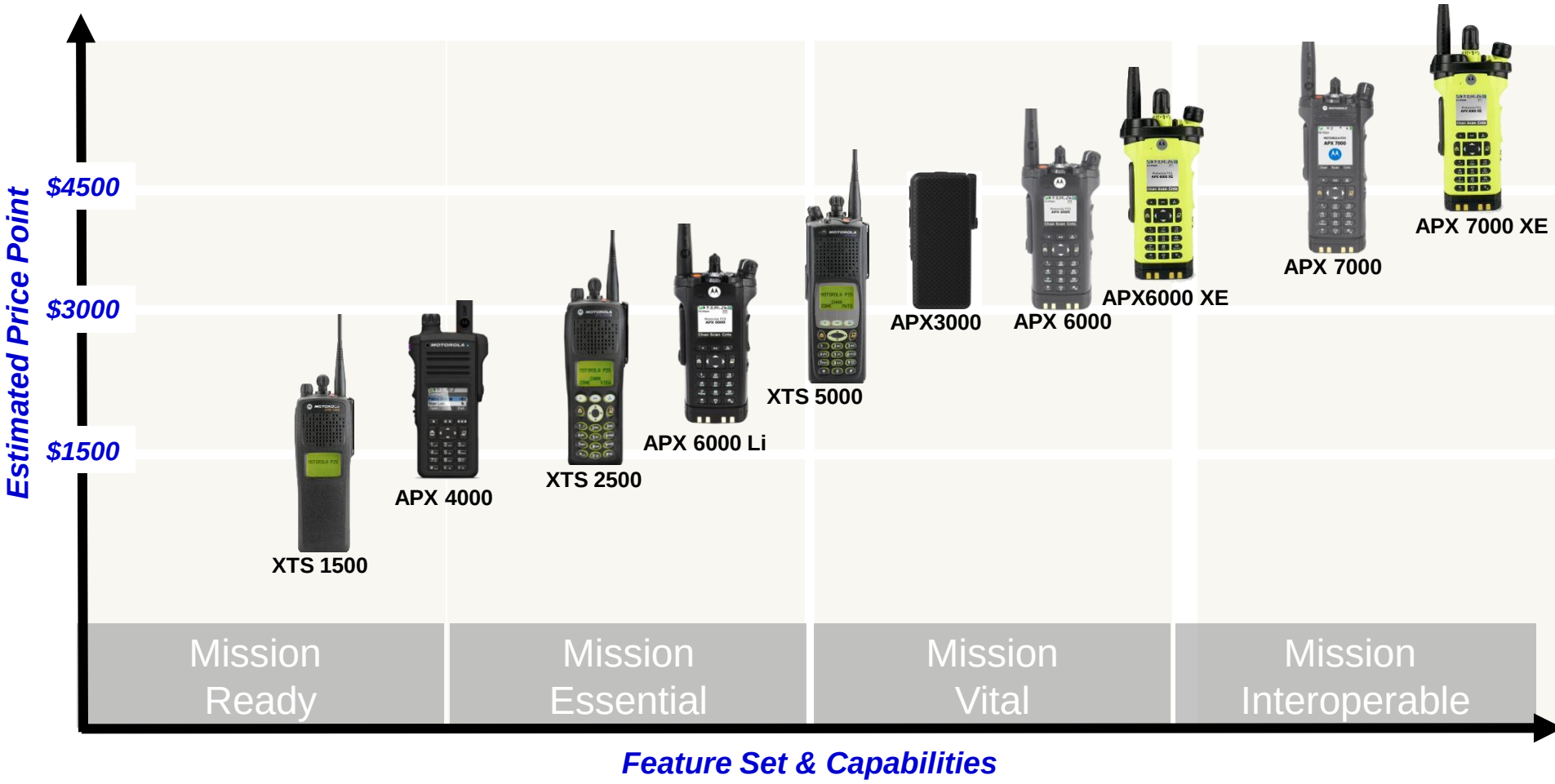
APX Subscriber Platform

Feature Comparison

	7000/7500	6000/6500	6000Li/ 6500Li	4000/4500
Integrated Voice & Data Features				
Programming Over P25	●	●	●	●
Text Messaging	●	●	●	●
Outdoor Location	●	●	●	●
Option Board Technology Features				
Man-down	●	●	●	●
Mission Critical Wireless	●	●	●	Audio Only
3rd Party S/W Apps Support	●	●	●	
Modular H/W Option board	●			
Mobile Control Head Features				
Control Head Support	O2,O3, O5,O7,O9	O2,O3, O5,O7	O2 & O5 Only	O2 Only
Dash & Remote Mount	●	●	●	Dash Only
Multi-Control Head	Up to 4	Up to 2		
Motorcycle & Consolette	●			

P25 Subscriber Portfolio

Motorola continues to develop additional APX models & alternative tiering strategies to provide customers with the most comprehensive portfolio of P25 Phase2 TDMA Ready Portables & Mobiles.



THANK YOU!

MOTOROLA SOLUTIONS